



“Neither a wise man nor a brave man lies down on the tracks of history to wait for the train of the future to run over him.”

Dwight D. Eisenhower

## GREATER CLEVELAND

### MANAGER'S COMMENTS

In this period of time where manpower shortages are being addressed in a multitude of ways, I want to focus on the organizing of non union electricians solution and I'm not going to talk about obstacles to organizing like portability. That's a current problem. I want to direct your attention to the near future but let's start with a history lesson.

Once upon a time, long, long ago, when nearly all electricians were non union what was it that the IBEW offered that they wanted? Safety! A safer workplace! Electricians, mostly linemen, were getting hurt or killed on the job at an alarming rate. The IBEW used their bargaining power to make safety a priority and it became an organizing incentive.

No one today would dispute that was important to the employees then and now employers too realize how safe workplaces are a benefit to them also.

However; Since December 29, 1970 that safer workplace that they union could tout they were the lone provider of, was taken away. It was taken by the passage of the Occupational Safety and Health Act. OSHA was passed by the Democratically controlled U.S. House of Representatives and U.S. Senate then signed by Republican President Richard Nixon. Prior to those legislators and chief executive being elected, they didn't tell the voters whether they would vote for OSHA, thereby passing a law that has taken safety off the table for unions to use as an organizing incentive. That wasn't

a bit of information the voter had beforehand. Ever since, the safety of all workers, union and non union alike became the bailiwick of the Government. Everyone was working under the same rules.

Scratch "Safety" as an incentive for a non union worker to join a union.

But a lot has changed since 1970. I went bald and televised debates and positions of candidates running for every office from dog catcher to president inundate us, the voters, on a daily basis and if we don't get enough from the media we can get more info from Google. So today it's no excuse to say you didn't know where a candidate stood on something before you cast your vote. There should be no crying if you get what you ask for,

Specifically, I'm talking about Medicare for All, Single Payer Healthcare, Socialized Medicine and the all encompassing term...Free Healthcare For All. Are you wondering where that tangent comes from?

Well folks, here's something to think about. "Hey young man or young lady, I'm the organizer for Local, *pick a number*, and I'd like you to consider leaving your non union employer and join the union. Does he pay for your health insurance? No, well we provide healthcare and that should be very important to a person starting a family. For the benefit of you and your family you should join us."

Continued on Page Two.



## MANAGER'S COMMENTS CONTINUED

That organizing scenario never happens again, just like when the benefit was jobsite safety, if the legislative and executive branches of government pass a law to give government control of healthcare for all.

Before you get crazy, realize I'm just trying to inspire a little thought prior to laying down on the tracks of history to wait for the train of the future.

Only half jokingly, now that my time is coming to and end, do I say, "Screw it, let the government run healthcare. That'll be one less ERISA trust fund meeting I have to go to."

But by all means, do what trips your trigger.

## A LOCAL HEALTH & WELFARE FUND SUCCESS STORY

Earlier this year the Trustees of the IBEW Local Union #38 Health & Welfare Fund decided unanimously to enter into a partnership with the Laborers Local #310 H & W Plan to hire Marathon Health to manage two healthcare facilities dedicated to serve the Union's Members and their families.

They are called Union Trades Medical Centers with locations on the west side and the east side of Cleveland. These locations were chosen after a "heat study" was completed to determine where the Members lived.

Once properties in the most logical locations were secured and built out to suit the purpose, a staff was assembled consisting of a primary care physician, a nurse practitioner, a physical therapist and a mental health professional. Next, the Members were incentivized to get a physical so they would begin a relationship

with the staff; which in some cases, was a Members first contact with health professionals. This will aide in long term wellness.

The financial success of this decision is measurable and directly related to the utilization rate. In the short six months of operation, utilization has grown at a pace that is exceeding expectations.

There has been interest by other trades to join this partnership now that statistics are being accumulated that paint a clearer picture of the vision the Electrician's and Laborer's H & W Trustees had.

Due to the anecdotal information that has been received and the overall satisfaction of the Members to date coupled with the numbers indicates this forward thinking move by the Trustees was sound.

## MANHOURS

Cleveland Division thru September:	2,590,894
Lake Erie Division thru September:	364,045
Northeast Ohio Division thru September:	<u>327,204</u>
<b>Chapter Total:</b>	<b>3,283,143</b>

## EDUCATION DIRECTOR'S REPORT –A.K. FULLMER

The month of October brought with it the much anticipated Change Order and Cash Flow education sessions. Due to the original October 2nd class filling up at such a rapid speed, we asked Stephanie to extend her time with us and teach a second day, thankfully she agreed. With Stephanie's packed schedule we are very lucky to have been able to book her for a second day. On October 1st and 2nd Stephanie McShane lectured to the members in attendance on both topics and was met with an overwhelmingly positive response. Members were treated to Stephanie's special brand of humor and instruction that gave members useful tools and knowledge. In total 24 members attended on October 1st and 22 on October 2nd. Thank you to all those who attended and due to the positive feedback from this education session, I will be looking into scheduling with Stephanie in early 2020.

Our Student Chapters received the RFP for this year's Green Energy Challenge this month and are very excited to get started. The Green Energy Challenge is a student competition sponsored by Electri International that focuses

on providing a greener solution to energy usage and production for a local business. They will undoubtedly be looking to reach out to many of you for any advice or direction you could provide them.

Both Cincinnati and Kent State's Student Chapters are sparking interest within their universities. Kent State held its first meeting of the year and gained three new members bringing the total to six. I'm also happy to report that three of the Kent State student chapter members are currently working for NECA contractors. Cincinnati will be holding a NECA meeting on November 7th to help recruit interested students into the student chapter. Currently there are over 40 students interested and signed up to attend.

Lastly, there are still seats available for the November 9th Code Class. John Labriola will be providing us with five hours of code instruction at the Doubletree Hotel, in Independence - 8:00 AM to 1:00 PM. Please contact me if you would like to attend have not already registered.

## UPCOMING EVENTS

- 1.) **Code Class**— November 9, 2019—7:30AM-1:00 PM—Doubletree Hotel, Independence.
- 2.) **Annual Holiday Party** - December 7, 2019 —6:00 PM —Ritz Carlton Hotel, Downtown Cleveland.
- 3.) **Lake Erie Division Meeting**- January 7, 2020—6:00PM—TBD.
- 4.) **Northeast Ohio Division Meeting**-January 8, 2020—Noon— Redhawk Grille.
- 5.) **Cleveland Division Meeting**— January 9, 2020—5:30 PM—TBD.



GO BROWNS!

LOOK FOR THE NEXT REVIEW IN DECEMBER 2019!!

**IT'S GOOD BUSINESS TO DO BUSINESS WITH THOSE FIRMS  
WHO SUPPORT OUR ASSOCIATION**

**CHAPTER ASSOCIATE MEMBERS**

1-888-Ohio Comp	Graybar Electric Co.
ABB Industrial Solutions	Leff Electric
Admar Supply Company	Mars Electric
BMA Media Group	Milwaukee Tool
Ciuni & Panichi, Inc.	PEPCO
CompManagement, Inc.	Riffle and Associates
Eaton Corporation	Simplex Grinnell
ENESPRO PPE	United Rentals
Ericson Manufacturing	

**NECA PREMIER PARTNERS**

3M	Schneider Electric
Federated Insurance	Southwire Corporation
Graybar	Thomas and Betts Corporation
Greenlee	United Rentals
Milwaukee Tool	Westex by <i>Milliken</i>

**ELECTRICAL TRAINING ALLIANCE PARTNERS**

**PLATINUM LEVEL:**

Milwaukee Electric Tool Corporation  
 Klein Tools, Inc.  
 Thomas & Betts Corporation  
 3M Company Electrical Markets Division  
 Salisbury by Honeywell  
 Harger Lighting and Grounding  
 Fluke Corporation  
 Lutron Electronics, Inc.  
 Eaton's Bussman Business  
 Schneider Electric  
 Southwire Company  
 Prysmian Power Cables and Systems  
 Graybar  
 Greenslee by Textron Corporation  
 Ideal Industries, Inc.  
 Westex by Milliken

**GOLD LEVEL:**

Buckingham Manufacturing Company, Inc.  
 Alexander Publications

**SILVER LEVEL:**

Ann Arbor Area Convention & Visitors Bureau  
 Rubin Brothers, Inc.  
 American Technical Publishers, Inc.  
 Ypsilanti Area Convention & Visitors Bureau  
 Legrand, North America  
 E2E Summit

**BRONZE LEVEL:**

MOSAIC  
 Stark Safety Consultants  
 Coyne First Aid  
 Wellshade